

Message Text

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ORIGIN NEA-10

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DRAFTED BY NEA/IRN:BBMORTON:AMF

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O 052334Z APR 76
FM SECSTATE WASHDC
TO AMEMBASSY TEHRAN IMMEDIATE

C O N F I D E N T I A L STATE 081754

E.O. 11652: GDS

TAGS: BDIS IR US

SUBJECT: COMMISSION ON TWA 747 SALE

REF: TEHRAN 3319

1. WE WERE UNABLE TO SPEAK WITH TILLINGHAST WHO LEFT U.S.
APRIL 4 FOR BRIEF VISIT TO GERMANY. HE IS, HOWEVER, IN-
FORMED OF PROBLEM AND HAS ASSIGNED RESPONSIBILITY TO TWA
VICE CHAIRMAN ED SMART, WHO CLOSELY INVOLVED IN SALE.

2. TWA HAS BEEN IN TOUCH WITH KWIATKOWSKI WHO SAYS THAT HE
HAS TALKED WITH TOUFANIAN BY TELEPHONE. HE CLAIMS THAT
TOUFANIAN DID NOT EXPRESS CONCERN ABOUT FACT OF PAYMENT OF
COMMISSION OR ITS SIZE BUT WAS PRIMARILY CONCERNED ABOUT
ALLEGED CONNECTION WITH ASHRAF. KWIATKOWSKI REPEATED AS-
SURANCE TO TOUFANIAN THAT NO PAYMENTS TO GOI OFFICIALS WERE
INVOLVED. HE SAYS TOUFANIAN SAID GOI HAD NO INTENTION OF
TAKING LEGAL ACTION AGAINST KWIATKOWSKI OR TWA AND DOES NOT
NOW PLAN TO TAKE THE CASE TO THE PRESS. (COMMENT: THIS
DECISION MAY HAVE BEEN FACILITATED BY APPARENT FAILURE SO
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FAR FOR AFP STORY WITH ITS ALLEGATIONS ABOUT ASHRAF TO BE

PICKED UP BY ANY AMERICAN OR EUROPEAN PAPER.)

3. KWIATKOWSKI AND SMART HAVE ARRANGED WITH TOUFANIAN THAT THEY WILL MEET WITH HIM IN TEHRAN EARLY IN WEEK OF APRIL 19.

4. FYI WALL STREET JOURNAL MARCH 31 ARTICLE COVERED SALE OF 747S AND ANOTHER SALE TO SAUDI ARABIA OF LOCKHEED L-1011S FOR WHICH KWIATKOWSKI RECEIVED 10 PERCENT COMMISSION, COMMENTED ON UNUSUALLY LARGE COMMISSION RATE, BUT MADE NO RPT NO ALLEGATIONS OF ANY ROLE OF ASHRAF OR OTHER IRANIAN. IT REPORTED TWA SPOKESMEN SAYING KWIATKOWSKI HAS SUPPLIED SPECIFIC NOTARIZED STATEMENTS THAT NONE OF THE COMMISSIONS INVOLVED WENT TO ANY IRANIAN OR SAUDI OFFICIAL. IT DESCRIBED KWIATKOWSKI AS QTE WELL-KNOWN AND ESTABLISHED BROKER IN THE INTERNATIONAL MARKET FOR USED AIRCRAFT UNQTE. IN MARCH 1975 ISSUE OF FORTUNE, QTE BUSINESSMEN IN THE NEWS UNQTE FEATURE (P. 28) NOTED TWA SALE OF SIX B-747S TO IRAN WAS BILLED AS BIGGEST USED AIRCRAFT DEAL IN HISTORY AND SAID QTE AS AN INDEPENDENT BROKER WHOSE COMMISSION WILL RUN INTO THE MILLIONS, HENRYK RICHARD DE KWIATKOWSKI MAY QUALIFY AS THE WORLD'S MOST SUCCESSFUL USED AIRCRAFT SALESMAN UNQTE. IT RECOUNTS KWIATKOWSKI'S COLORFUL HISTORY (WITHOUT ALLEGATION AS ERRONEOUSLY REPORTED IN STATE 081217 THAT HE PILOTED SHAH IN 1953) AND CONCLUDES QTE TWA, ONE OF HIS PRINCIPAL CLIENTS, HAD RECENTLY FOUND ITSELF WITH A SURPLUS OF 747S ... AWARE THAT IRAN WAS IN MARKET FOR CARGO PLANES, KWIATKOWSKI REASONED THAT WIDE BODIED PASSENGER PLANES COULD BE CONVERTED FOR THAT PURPOSE. BACK IN HIS PAKISTANI AIRLINE DAYS, KWIATKOWSKI HAD MET THE SHAH'S TWIN SISTER, WHO LATER INTRODUCED HIM TO THE SHAH. SO WHEN HE WROTE TO TEHRAN WITH HIS SUGGESTION, HE GOT A WELCOME THAT WAS SUITABLY WARM. NOT ONLY DID THE SHAH HIMSELF AUTHORIZE THE TWA DEAL, HE ALSO GAVE KWIATKOWSKI AN EXCLUSIVE CONTRACT TO FIND SIX MORE 747S FOR IRAN--FOR ANOTHER HUNDRED MILLION OR SO OF THOSE EXCESS OIL DOLLARS. UNQTE. END FYI. KISSINGER

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